

# Increasing Sustainability and Access to Adult Day Services through Transportation

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*RFP for Coronavirus State and Local Fiscal Recovery Funds*

## ***MountainCare***

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# Application Form

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## Question Group

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Buncombe County requests proposals for projects to help the community recover from and respond to COVID-19 and its negative economic impacts.

Buncombe County has been awarded \$50,733,290 in Coronavirus State and Local Fiscal Recovery Funds (Recovery Funding), as part of the American Rescue Plan Act. To date, Buncombe County has awarded projects totaling \$23,093,499, leaving a balance of \$27,639,791 available to award.

Visit <http://www.buncombecounty.org/recoveryfunding><http://www.buncombecounty.org/recoveryfunding><http://www.buncombecounty.org/recoveryfunding><http://www.buncombecounty.org/recoveryfunding><http://www.buncombecounty.org/recoveryfunding> for details.

This infusion of federal resources is intended to help turn the tide on the pandemic, address its economic fallout, and lay the foundation for a strong and equitable recovery.

Buncombe County is committed to investing these funds in projects that:

- Align to county strategic plan and community priorities
- Support equitable outcomes for most impacted populations
- Leverage and align with other governmental funding sources
- Make best use of this one-time infusion of resources
- Have a lasting impact

Proposals shall be submitted in accordance with the terms and conditions of this RFP and any addenda issued hereto.

[Click here for the full terms and conditions of the RFP](#)

## Organization Type\*

Nonprofit

## Nonprofit documentation

If nonprofit, attach IRS Determination Letter or other proof of nonprofit status.

IRS-MountainCare 501(C)3.pdf

## Name of Project.\*

Increasing Sustainability and Access to Adult Day Services through Transportation

## New/Updated Proposal\*

Is this a new project proposal or an updated version of a proposal submitted during the earlier (July 2021) Recovery Funding RFP?

New project proposal

## Amount of Funds Requested\*

\$139,095.00

## Category\*

Please select one:

- Affordable Housing
- Aging/Older Adults
- Business Support/Economic Development
- Environmental/Climate
- Homelessness
- K-12 Education
- Infrastructure and/or Broadband
- Mental Health/Substance Use
- NC Pre-K Expansion
- Workforce

Aging/Older Adults

## Brief Project Description\*

Provide a short summary of your proposed project.

MountainCare requests \$139,095 to purchase a wheelchair accessible vehicle to provide transportation services and community outings for older adults who wish to attend our Adult Day Program.

As the only provider of Adult Day Services in Buncombe County, we offer critical, specialized support for some of our most vulnerable citizens – particularly individuals navigating the physical and cognitive challenges of aging. The program is actively increasing its operating capacity to return to pre-pandemic levels, but many prospective and current participants face barriers to services due to lack of available transportation.

These funds will be used to purchase and maintain a new 14-passenger, non-CDL shuttle bus with wheelchair accessibility to provide rides to and from our Adult Day Center. Additionally, the vehicle will enhance our services through regular community outings, in line with our firm belief that aging in place does not mean staying in place.

## Project Plan\*

Explain how the project will be structured and implemented, including timeframe.

MountainCare operates the the only Adult Day Care and Day Health Center in Buncombe County where we serve primarily older adults with neurocognitive conditions and chronic health concerns. We provide a safe and enjoyable environment for those who require support during the day, allowing older adults to live in the community. Participants of our program benefit from social opportunities, stimulating activities, physical fitness, personal care, skilled nursing, and nutritious meals and snacks. Caregivers receive much-needed respite Monday through Friday, reducing caregiver stress and burden.

Individuals receiving transportation to our Center are generally unable to drive or navigate other transit systems. MountainCare coordinates rides for participants through Mountain Mobility, but last year 19 of the 28 individuals requesting transportation services to our program were denied. To address this barrier to care, MountainCare hopes to purchase a shuttle bus with a wheelchair lift to provide transportation services ourselves for additional participants. Our current vehicle is a passenger van that cannot accommodate adults using wheelchairs or other mobility devices and can be incredibly challenging to enter and exit if an individual has other functional limitations.

MountainCare will purchase a 2022 Starcraft Allstar 22" passenger bus from Creative Bus Sales immediately upon receipt of funds. This is a non-CDL shuttle-style bus with 12 passenger seats, two wheelchair securement areas, an electric 36" main passenger door, and a 34" x 54" wheelchair lift located in the rear of the vehicle. The interior is easy to navigate with a wide aisle and 80" floor-to-ceiling height, and safety features such as grab rails, a rear-view camera, and back-up alarm. Additional funding for vehicle-related expenses will support insurance, maintenance, taxes, and registration fees for three years while we continue to recover from revenue loss due to COVID.

Due to extensive supply chain shortages, busses are only available for pre-order. We expect to receive the vehicle no more than 6 – 12 months after our order is placed, and will immediately begin using it for transportation, program enhancement, and community outings. To implement services, MountainCare will hire a full-time Transportation Specialist who will provide rides to Buncombe County residents. The Funding Coordinator will work with current and prospective participants to determine if an individual requires transportation. These assessments will also help us to identify and prioritize older adults with the greatest need and address additional barriers to supportive services. The Funding Coordinator will collect financial information to determine transportation funding eligibility, and award HCCBG or other funds when appropriate. To maximize resources, MountainCare will focus on providing rides for individuals who do not live in an area currently serviced by Mountain Mobility.

## Statement of Need\*

Describe the need that this project will address. Include data to demonstrate the need, and cite the source of the data.

More older adults currently live in Buncombe County than children, with adults over 60 making up 27% of our population (US Census Bureau). Along with this comes an increase in the number of people requiring support due to cognitive impairments and chronic health concerns. Over 15,000 of these older residents suffer from aging-related disabilities such as vision changes, hearing loss, mobility challenges, cognitive decline, and difficulty with self-care.

Availability of and access to an Adult Day program is essential to achieve our county's Strategic Goal of protecting residents' ability to age in place. Numerous studies have proven that Adult Day is the most cost-effective way to provide care for aging individuals in the community (NADSA, 2011). For many caregivers, it is the only respite they receive during the week to attend appointments, work, socialize, and stay active. One caregiver recently said, "Being a sole caregiver of a spouse with dementia, I would have a hard time keeping

him at home without this program. It keeps him active and engaged and gives him a sense of worth and respect. If he was home, he would not have any social interactions.”

However, inadequate transportation is preventing individuals from receiving services. Of the 74 adults currently enrolled, only one is an active driver. Our participants rely entirely on their caregivers or public transit systems for door-to-door rides to attend our program, and providing rides from rural areas often negates the respite caregivers receive during attendance. Unfortunately, Mountain Mobility did not provide any transportation to Adult Day during the pandemic due to mitigation policies. Services resumed in 2021, but we have a waitlist of 45+ rides/week due to a reduction in their routes. Purchasing a wheelchair accessible vehicle to provide our own transportation services will ensure that more older adults can attend the program, increase our sustainability, and maximize the benefit to our community.

### Link to COVID-19\*

Identify a health or economic harm resulting from or exacerbated by the public health emergency, describe the nature and extent of that harm, and explain how the use of this funding would address such harm.

Older adults and their caregivers have been profoundly impacted by the COVID health crisis due to medical frailty and an increased risk of severe illness and death. To protect themselves, many of the adults we serve isolated more and for longer periods of time than other community members. During COVID-related closures, caregivers reported rapid physical and cognitive decline without access to the social, intellectual, and physical activity typically provided to participants through our program.

Social isolation itself is a major public health issue that increases the risk of developing dementia, hypertension, depression, and cardiovascular disease - even weakening the immune system. In 2021, the National Academy of Science, Engineering, and Medicine Committee announced that social isolation and loneliness are associated with a 50% increase of developing Alzheimer's disease and a 30% increased risk of stroke. During the height of the pandemic, Adult Day caregivers also indicated that they were experiencing unmanageable levels of stress related to caring for their loved one, and many struggled to safely complete simple tasks or attend their own medical appointments. Some caregivers were unable to work and felt pressure to choose between paying an exorbitant amount for private care or risk losing their job. Without in-person services, families believed institutionalization was imminent.

When our program initially reopened in July 2020, we witnessed significant improvements in the health and ability of our participants. Caregivers reported reduced stress and burnout, and felt better equipped to keep their loved one home. To ensure an equitable COVID recovery, we must prioritize supporting disproportionately affected older adults in their desire to return to community spaces. Lack of transportation should never be the reason someone cannot access supportive services, and institutionalization due to limited access to care is a costly but easily avoidable outcome.

### Population Served\*

Define the population to be served by this project, including volume and demographic characteristics of those served.

MountainCare provides care for some of the most chronically under-served, isolated members of our society. Participants of Adult Day are generally older adults diagnosed with impairments such as dementia, stroke, Parkinson's disease, depression, or diabetes and require safe and specialized care due to their physical, cognitive, medical, or social challenges. While most of our participants are 65+, we serve anyone over the age of 18 in need of care or social opportunities during the day. Adults who attend our program benefit from increased socialization, mental stimulation, physical activity, nutritious meals, personal care, and health care monitoring. Nearly 100% of our participants consistently report an improved quality of life and would recommend the program to other adults. The respite provided allows caregivers to maintain

employment, or tend to their own medical, social, and emotional needs. Historically, over 65% of our participants come from low-income households and receive support to attend our program through the VA, the Home and Community Block Grant, Caregiver Respite Funding, and generous donations. No one is turned away due to a lack of funds.

Pre-pandemic, our Adult Day centers provided nearly 30,000 unique days of service per year to nearly 400 adults across Western North Carolina, with 250+ participants receiving services in Buncombe County. We are currently operating at half of our capacity with plenty of room to grow, with a current daily attendance of 44 and 74 total adults enrolled. When factoring in caregivers, our true number served grows exponentially.

Individuals receiving transportation services are generally unable to drive or navigate other transit systems. For caregivers, providing transportation for their loved one from rural areas often negates the respite received from attending the program. Individuals without transportation suffer from increased stress and isolation, elevating the risk of depression and cognitive decline.

## Results\*

Describe the proposed impact of the project. List at least 3 performance measures that will be tracked and reported. If possible, include baselines and goals for each performance measure.

This project will provide a new vehicle, expanding MountainCare's transportation services and improving program activities. Specifically, we will:

1. To eliminate obstacles to Adult Day enrollment and attendance by increasing transportation services.
  - a. Baseline: There are currently 20 individuals on a wait list requesting 45+ rides per week.
  - b. Goal: To meet the needs of these 20 individuals and all future participants requiring transportation services outside of Mountain Mobility's serviceable areas.
  
2. To increase the number of older adults served at our Buncombe Center.
  - a. Baseline: There are current 74 adults enrolled and 44 attending each day.
  - b. Goal: To return to pre-COVID enrollment and capacity as pandemic circumstances allow. In January 2020, 111 adults were enrolled in our Buncombe program. Our average daily attendance was 70, but our potential daily enrollment is 82.
  
3. To increase the number of Adult Day community outings and enhance program activities, allowing older adults to remain active within the community.
  - a. Baseline: Adult Day has not offered community outings since before the pandemic.
  - b. Goal: To provide meaningful, enriching community outings each week, such as: educational programs at Asheville Art Museum and other local museums; outdoor recreation such as boat rides at Lake Julian and walks in the park; and inter-generational community partnerships with local schools.
  
4. Participants and caregivers of Adult Day Services will report improved quality of life.
  - a. Baseline: Most recently, 98% of our current caregivers reported reduced stress during enrollment. One hundred percent of participants reported an improved quality of life.
  - b. Goal: To continue to improve the lives of those we serve.

## Evaluation\*

Describe the data collection, analysis, and quality assurance measures you will use to assure ongoing, effective tracking of contract requirements and outcomes.

MountainCare tracks Key Performance Indicators (KPI) to evaluate achievement of our goals and objectives. Monthly and yearly KPI measurements help us to identify and strategically address possible areas of focus and improvement. For each adult day center, we track metrics such as total inquiries, new enrollments, the number of new days enrolled or added, the inquiry conversion rate, average daily attendance, occupancy rate, number of trips provided, hospitalizations, and discharges. Most of this information is collected and tracked through our electronic participant records system.

Participants and caregivers are also surveyed on enrollment and annually about their experience through an online platform. We strive for a satisfaction rating in the top two levels (very satisfied or extremely satisfied - a four or five) of 80% or more. We also ask respondents if participation significantly improved their quality of life, striving for a rating of 80% or greater. Caregivers unable to complete an online version of the survey will receive a printed copy with a postage paid envelope. Responses will remain anonymous, allowing caregivers and participants to express themselves more freely. We will continue to conduct our regular stress level surveys with our caregivers and will track the reduction in stress they experience, striving for an 80% success rate.

## Equity Impact\*

How will this effort help build toward a just, equitable, and sustainable COVID-19 recovery? How are the root causes and/or disproportionate impacts of inequities addressed?

Through this project, we will specifically target two inequities directly resulting from the pandemic: 1) a lack of transportation through our public transit system due to route reductions and 2) the disproportionate impact of social isolation on older adults after two years of profound loneliness.

All people have the right to choose how and where to age, and to participate fully in their community. Purchasing a wheelchair accessible vehicle ensures that all older adults in Buncombe County have that choice. Adult Day is by far the most affordable option for care during the week, providing professional care for a fraction of the cost of an in-home aide. We find solutions for those who cannot afford care by matching individuals with funding from federal, state, and local sources including our own scholarships, and make every effort to provide our service to all who need it.

Adults requiring transportation to our program are generally facing more than one age related challenge. Most are living with one or more disabilities; many are veterans living in care homes; and others are simply isolated adults commuting from the most rural parts of our community. Racial and ethnic minorities over the age of 65 (especially women) experience disability at a higher rate than other groups. As an unwavering partner and advocate for adults and those who care for them, we aim to address these disparities, combat biases, and reach all who need us by acknowledging and finding solutions to the many layers of obstacles older adults face. These obstacles are further compounded by prejudices faced due to race, ethnicity, immigration status, gender, sexuality, education, and socio-economic status. In this regard, aging and disability justice are inherently intertwined with the fight for equity in all other aspects of life.

## Project Partners\*

Identify any subcontractors you intend to use for the proposed scope of work. For each subcontractor listed, indicate:

- 1.) What products and/or services are to be supplied by that subcontractor and;
- 2.) What percentage of the overall scope of work that subcontractor will perform.

Also, list non-funded key partners critical to project.

Our primary partner for this project is Creative Bus Sales in Charlotte, NC, who will provide and deliver the new vehicle.

MountainCare will also work closely with several other entities to provide transportation services to older adults. Though these recovery funds will not be subcontracted, we do contract with Mountain Mobility and Elite Transportation using HCCBG funding for some of our participants. The Funding Coordinator will also work closely with the Area Agency on Aging at Land of Sky and DAAS to track HCCBG funding, and to report our overall number served both directly by MountainCare and indirectly through other service providers.

By collaborating with other agencies, we believe we can better serve older adults in our community. Adult Day receives referrals from MemoryCare, DHHS, ProjectCARE, the Family Caregiver Respite Specialist at Land of Sky, geriatric case managers, United Way, and the Council on Aging. Our Caregiver Support Specialist and Program Managers work to help families identify unmet needs and connect them with other providers such as overnight respite services, home care, assisted living, and long term care providers when necessary.

## Capacity\*

Describe the background, experience, and capabilities of your organization or department as it relates to capacity for delivering the proposed project and managing federal funds.

MountainCare's award-winning Adult Day Programs have served more than 5,000 families throughout our 35+ year history. Our leadership team has a combined professional experience exceeding 100 years, and our Operations Team has over 40 years of combined experience with Adult Day Services in Western North Carolina, including more than 20 years of experience managing various funding sources.

MountainCare itself is also considered a leader within the aging community, with a reputation for operating the only adult day centers in Buncombe and Henderson counties. In 1991, Buncombe Adult Day became the first Adult Day Health Provider in the state of North Carolina to contract with the VA. Today, state funding through the Division of Aging and Adult Services and the VA comprise more than half of our regular operating revenue. We are experienced and diligent with complex tracking and reporting requirements, including recently tracking use of COVID relief funding received through the CARES Act.

In the last three years, we have successfully transitioned from the Mission Hospital network into a stand-alone agency. We have survived the COVID-19 crisis, despite the many challenges we continue to face, because the need for our services never stops. Now, additional funding through these Recovery Funds will help us move from surviving back to thriving.

## Budget\*

Provide a detailed project budget including all proposed project revenues and expenditures, including explanations and methodology. For all revenue sources, list the funder and denote whether funds are confirmed or pending. For project expenses, denote all capital vs. operating costs, and reflect which specific expenses are proposed to be funded with one-time Buncombe County Recovery Funds.

Download a copy of the budget form [HERE](#). Complete the form, and upload it using the button below.

MountainCare Recovery-Funds-budget-template.xlsx

## Special Considerations\*

Provide any other information that might assist the County in its selection.

Creative Bus Sales Proposal - MountainCare.pdf

Adult Day has existed in Western North Carolina for more than 35 years. Before the HCA acquisition of the Mission Health Network, Adult Day Services were part of the larger healthcare system through CarePartners. When HCA purchased Mission Health and CarePartners, several key non-profit entities joined together to form MountainCare and remain not-for-profit.

During the separation from HCA, our service lines inherited an annual budget with a net loss of over \$1.8 million. Just 6 months into our independence, COVID-19 struck, and all our strategic planning, development, and fundraising efforts were put on hold to navigate and survive the pandemic.

Our doors were closed from mid-March until July 1, 2020, and Adult Day's overall private pay revenue for 2020 was reduced by an average of 54% resulting in a loss of \$313,737 in private pay projections. Adult Day has endured an additional 13 weeks of pandemic-related closures since then due to rising COVID-19 cases in the region and the vulnerability of the population we serve. Our team experienced an overall reduction in force of more than 50% in 2020, and our services continue to operate at a reduced capacity. However, the greatest harm has been to our participants and their caregivers. When our doors are closed, the difficult situation families already faced become much more dire.

Today we are operating at just over 50% capacity and still working to return to pre-COVID operations. Our Mountain Explorers respite program reopened for the first time since March of 2020 after two years, and programmatic activities are slowly returning to normal. However, we are still facing many challenges including ongoing revenue loss and external factors such as changes to Mountain Mobility's routes. At this stage, a new vehicle is absolutely necessary to recover from the pandemic, but - without support - we are unable to obtain one. Thank you for considering our participants and the people who love them.

## File Attachment Summary

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### *Applicant File Uploads*

- IRS-MountainCare 501(C)3.pdf
- MountainCare Recovery-Funds-budget-template.xlsx
- Creative Bus Sales Proposal - MountainCare.pdf



Department of the Treasury  
Internal Revenue Service

P.O. Box 2508  
Cincinnati OH 45201

In reply refer to: 0248230137  
Sep. 06, 2019 LTR 4168C 0  
56-2005198 000000 00

00010751  
BODC: TE

MOUNTAINCARE INC  
68 SWEETEN CREEK RD  
ASHEVILLE NC 28803

Employer ID number: 56-2005198  
Form 990 required: Yes

Dear Taxpayer:

We're responding to your request dated Aug. 28, 2019, about your tax-exempt status.

We issued you a determination letter in January 1998, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

We also show you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Section 509(a)(2).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If you're required to file a return, you must file one of the following by the 15th day of the 5th month after the end of your annual accounting period:

- Form 990, Return of Organization Exempt From Income Tax
- Form 990EZ, Short Form Return of Organization Exempt From Income Tax
- Form 990-N, Electronic Notice (e-Postcard) for Tax-Exempt Organizations Not Required to File Form 990 or Form 990-EZ
- Form 990-PF, Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation

According to IRC Section 6033(j), if you don't file a required annual information return or notice for 3 consecutive years, we'll revoke your tax-exempt status on the due date of the 3rd required return or notice.

You can get IRS forms or publications you need from our website at [www.irs.gov/forms-pubs](http://www.irs.gov/forms-pubs) or by calling 800-TAX-FORM (800-829-3676).

If you have questions, call 877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific

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MOUNTAINCARE INC  
68 SWEETEN CREEK RD  
ASHEVILLE NC 28803

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CUT OUT AND RETURN THE VOUCHER IMMEDIATELY BELOW IF YOU ONLY HAVE AN INQUIRY.  
DO NOT USE IF YOU ARE MAKING A PAYMENT.

CUT OUT AND RETURN THE VOUCHER AT THE BOTTOM OF THIS PAGE IF YOU ARE MAKING A PAYMENT,  
EVEN IF YOU ALSO HAVE AN INQUIRY.

The IRS address must appear in the window.

Use for inquiries only

BODCD-TE

0248230137

Letter Number: LTR4168C  
Letter Date : 2019-09-06  
Tax Period : 000000

INTERNAL REVENUE SERVICE  
P.O. Box 2508  
Cincinnati OH 45201  
|||



\*562005198\*

MOUNTAINCARE INC  
68 SWEETEN CREEK RD  
ASHEVILLE NC 28803

562005198 BY MOUN 00 2 000000 670 000000000000

The IRS address must appear in the window.

Use for payments

BODCD-TE

0248230137

Letter Number: LTR4168C  
Letter Date : 2019-09-06  
Tax Period : 000000

INTERNAL REVENUE SERVICE

OGDEN UT 84201-0102



\*562005198\*

MOUNTAINCARE INC  
68 SWEETEN CREEK RD  
ASHEVILLE NC 28803

562005198 BY MOUN 00 2 000000 670 000000000000



Department of the Treasury  
Internal Revenue Service  
Ogden, UT 84201-0038

Notice	CP148A
Notice date	September 9, 2019
Employer ID number	XX-XXX5198
To contact us	Phone 800-829-0115

Page 1 of 1

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MOUNTAINCARE INC  
68 SWEETEN CREEK RD  
ASHEVILLE NC 28803-2318



095712

## We changed your mailing address

We updated our records for your mailing address.

We update our records anytime the address entered on a tax return is different from what we have in our records, or a Form 8822-B is received.

The address shown above is where we will mail any IRS notice or letter about your tax account. We also sent a confirmation notice to your previous mailing address.

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### What you need to do

Our update to your address may be for minor changes in words and abbreviations, such as using "Street" rather than "St." in your address. To avoid confusion, you or your tax preparer should always enter your correct mailing address in exactly the same way every time you file tax returns.

**If the mailing address for IRS notices and letters shown above is correct,** you do not need to do anything.

**If the mailing address shown above is incorrect,** call or write to us using the contact information at the top of this page. If you call, please review the most recent tax returns you filed for differences in addresses entered. For written correspondence, include a copy of this notice.

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### Caution for employers regarding third-party payroll providers

If we find any issues with an account, we send a letter or notice to your address of record. We strongly caution any employer against changing the address of record to that of a payroll service provider or other third party as it may significantly limit our ability to inform the employer of tax matters involving the business. The employer is ultimately responsible for depositing and paying all federal employment tax liabilities. For more information, visit [www.irs.gov](http://www.irs.gov) and search keywords, "Change of Address" or "Outsourcing Payroll Duties."

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### Additional information

- Visit [www.irs.gov/cp148a](http://www.irs.gov/cp148a)
- For tax forms, instructions, and publications, visit [www.irs.gov/forms-pubs](http://www.irs.gov/forms-pubs) or call 800-TAX-FORM (800-829-3676).
- Keep this notice for your records.

If you need assistance, please don't hesitate to contact us.

## Coronavirus State and Local Fiscal Recovery Funds Proposed Project Budget

<b>Organization Name:</b>	MountainCare, Inc.
<b>Project Name:</b>	Increasing Sustainability and Access to Adult Day Services through Transportation
<b>Amount Requested:</b>	One-time capital expense of \$110,595 for 2022 Starcraft Shuttle Bus + annual operating costs of \$9,500 x 3 years = \$139,095 total

Proposed Project Revenue Funder	Amount	Confirmed or Pending?	Notes
Proposed Buncombe COVID Recovery Funds	\$120,095	Pending	First year funds to purchase vehicle and support insurance + vehicle expenses
Proposed COVID Recovery Funds through DAAS/Area Agency on Aging	\$35,000	Pending	Proposed recovery funds through DAAS/AAA to hire a driver and provide rides for participants who are not eligible for HCCBG
HCCBG	\$48,263	Pending	Proposed FY 2023 Block Grant funding to provide 2,250 rides to Adult Day participants
MountainCare	\$3,612	Confirmed	MountainCare Operating Budget from Private Pay Revenue
List other sources here			
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<b>Total</b>	\$ 206,970.00		

Proposed Project Expenses	Proposed Recovery Funds	Other Funds	Total	Capital or Operating Expense?	Notes
2022 Starcraft Allstar Shuttle Bus	\$110,595		\$ 110,595.00	Capital	14 passenger bus with wheelchair doors and two wheel chair positions
Personnel - Transportation Specialist		\$ 37,500.00	\$ 37,500.00	Operating	Full-time salary for one driver
Personnel - Funding Coordinator		\$ 9,000.00	\$ 9,000.00	Operating	20% admin salary to support coordination of services
Employee Benefits		\$ 15,012.00	\$ 15,012.00	Operating	100% benefits for 1 FTE + 20% benefits for 1 FTE
Adult Day Transportation Fees		\$20,000	\$ 20,000.00	Operating	Subcontracted Mountain Mobility and Elite transportation rides
Insurance	\$ 2,036.00		\$ 2,036.00	Operating	Annual auto insurance premium through Church Mutual
Vehicle Expenses	\$ 7,464.00		\$ 7,464.00	Operating	Registration, highway tax, recommended maintenance schedule and periodic detailing based on spending in previous years
Block Grant Matching Expense		\$ 5,363.00	\$ 5,363.00	Operating	Required 10% matching agency contribution for HCCBG
List expenses here			\$ -		
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List expenses here			\$ -		
List expenses here			\$ -		
<b>Total</b>			\$ 206,970.00		



## 2022 Starcraft Allstar 22'

# Price Proposal



### Sales Experience

550+ Years of Collective Bus Sales Experience  
Servicing Over 1,500 Customers Annually

### Nationwide Network

21 Full-Service Locations Nationwide  
Partners with 25+ Top Manufacturers

### Competitive Pricing

Volume Discounts  
Fixed Contract Pricing

### In-House Financing

Seamless Transactions  
Flexible Structures

**41**

Years In  
Business

**21**

Nationwide  
Locations

**350+**

Dedicated  
Employees

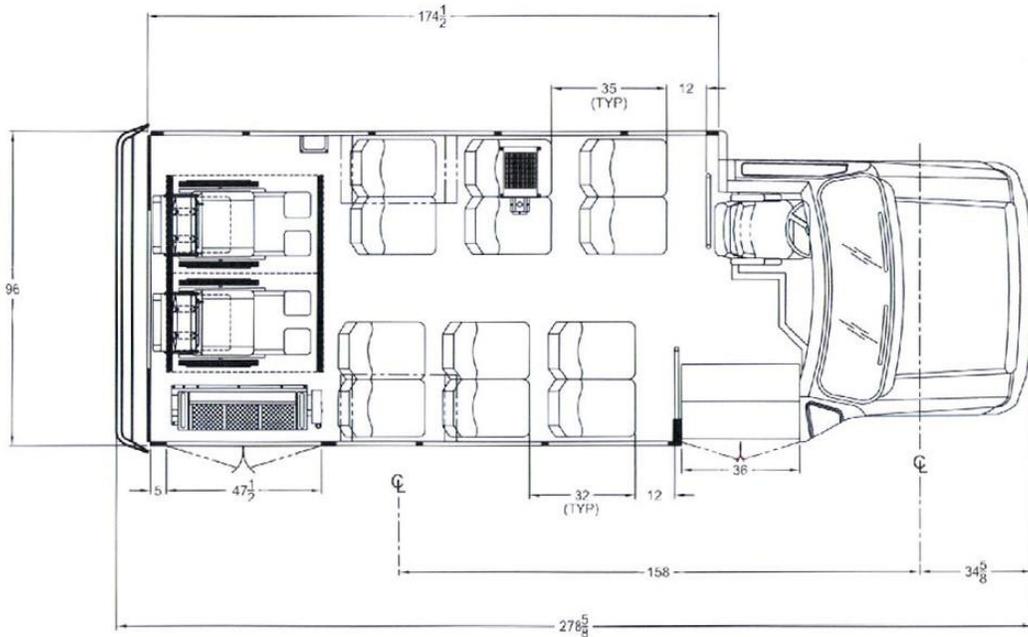
**1,500**

Annual  
Customers

**Creative Bus Sales** offers dedicated sales, parts, and service departments to help you in all stages of bus ownership. Our customers benefit from our strong manufacturer partnerships, the largest in-stock inventory, and a nationwide team of experts. As a family-owned business with experience in the transportation industry since 1980, it's no coincidence that we've grown to become the nation's largest bus dealership.



## 2022 Starcraft Allstar 22'





## Specifications

### Chassis

- 2022 Ford E-350
- Engine: 7.3L V-8
- Fuel Type: Gas

### Exterior

- Exterior Color: White
- Wheelbase: 158"
- Fully welded steel cage construction meeting all applicable FMVSS requirements
- "Starview" driver's visibility window in front of entry door
- Electric actuated 36" passenger entry door with full length glass
- 36" wide x 36" high upper double T-Slider tempered safety glass windows with climate control tint
- Black powder coated steel rear bumper
- Rear mud flaps
- Pre-painted white aluminum side, skirts
- Fiberglass front and rear caps
- One-piece seamless FRP (fiberglass reinforced plastic) roof
- Breakaway rearview mirrors with built-in convex

### Interior

- 93" Interior Width
- 80" Interior floor to ceiling height (raised floor is 75")
- Floor and wall seat track for flexible seating
- 5/8" exterior grade plywood flooring
- Ceiling and rear wall fabric for sound abatement
- White step nosing
- Printed circuit board with automotive type fuses and LED troubleshooting lights
- Driver Area: Grey padded vinyl
- Walls and Ceiling: Grey padded vinyl
- Flooring: Gerflor Sirius Graphite Grey
- Ceiling grab rail on street side
- 1 1/4" dual entry grab rails parallel to entrance steps (both sides)
- Stanchion and modesty panel behind driver
- Driver storage in cab overhead

### A/C and Heat

- A/C System: TA733 Super 68K Dual Compressor
- Heater: 65K BTU floor mounted, 3 speed low profile OK side sliders

### Lighting

- Door activated interior lights
- Surface mount LED entry door exterior light
- Sealed LED stop, tail, and turn signal lights with LED back-up lights
- LED front and rear marker lights
- LED entry door step well lights
- LED driver and passenger area lighting

### Electrical

- 240 AMP OEM alternator
- Intermotive Flex Tech Electrical System

### Audio/Visual

- Deluxe AM/FM/CD with clock & 4 speakers PA ready
- Rosco back-up camera system w/ 7" rearview monitor/mirror combo

### Wheelchair Accessibility

- 34" x 54" Braun wheelchair lift located in the rear of the unit
- Intermotive Gateway Transit Fast Idle with lift interlock
- Wheelchair door upfit package

### Accessories

- Manual Q' Straint securement kit (2)
- Priority seating sign \*\*Required for ADA Compliance\*\*



	<ul style="list-style-type: none"> <li>• Wheelchair decal</li> </ul>
<b>Safety</b>	<ul style="list-style-type: none"> <li>• Back-up alarm SAE type C 97 db(A)</li> </ul>
<b>Passenger Seating Options</b>	<ul style="list-style-type: none"> <li>• 12 Passenger, 2 Wheelchair</li> <li>• 13 Passenger, 1 Wheelchair</li> <li>• 14 Passenger, 0 Wheelchair</li> </ul>
<b>Seating</b>	<ul style="list-style-type: none"> <li>• Passenger Seating: <ul style="list-style-type: none"> <li>– Seat Fabric: Level 6 Duratex Jordan Blue</li> <li>– Mid high, double seat (6)</li> <li>– Econo Flip, single seat (2)</li> <li>– Seat belt, non-retractable (14)</li> <li>– Seat belt loop (14)</li> <li>– Anti-vandal grab handle on aisle seats (6)</li> </ul> </li> <li>• Driver Seating: SHIELD FC Recliner, RH Arm, 4 Position Lumbar, Mesh Pocket <ul style="list-style-type: none"> <li>– Driver Seat Cover: Level 6 Duratex Jordan Blue Cloth</li> </ul> </li> </ul>

## Warranty

<b>Manufacturer Warranty</b>	<ul style="list-style-type: none"> <li>• Starcraft 5 Year/100,000 Miles</li> </ul>
<b>Chassis Warranty</b>	<ul style="list-style-type: none"> <li>• Ford E-350 Bumper to Bumper: 3 Year/36,000 Miles</li> <li>• Ford E-350 Powertrain: 5 Year/60,000 Miles</li> </ul>

All vehicles come with warranty, but Creative Bus Sales offers more value without the added cost. Our coverage and support comes with each of our new buses — *standard*.

### We Process All The Warranty Registrations

We register all of your bus parts for you, no more pesky warranty cards to fill out. This includes *all* parts, wheelchair lift, electronics, HVAC, etc.

### We Handle All The Paperwork

We administer and coordinate any warranty work. You make one call to our warranty department, and they take it from there.

### Repair Facilities Near You

When warranty work is needed, we use service repair facilities near the bus location. We have over 3200 authorized centers and growing. You will never have to drive far to get repairs completed.

### No More Claim Forms

Creative Bus handles all parts of the claim process, you will have no out of pocket expenses, no reimbursements, and the service facility will be paid directly by us.

### Longer Warranty Period

We have negotiated extended periods for the units we sell. Unprecedented 60 month/100,000 mile bumper-to-bumper warranty on the Starcraft bus upfit.



## Pricing

Description	Amount
Bus Cost	\$109,995.00
Delivery	\$450.00
Document Fee	\$150.00
<b>Total*</b>	<b>\$110,595.00</b>

*\* Pricing does not include DMV, title, or licensing.  
This quote is valid for 15 days from date issued.*

## Contact:

Date Issued: 4.11.2022

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